

INTERNATIONAL TRADE WEEK

6-10 NOVEMBER



**Skills Workshop: How Your Company Can Enter
the APAC Market**

UK-APAC Tech Growth Programme

Overview



Funded by
UK Government



What we do



Who is the TGP for?

A joint initiative with the UK Government to promote and establish UK tech within the APAC region

If you are:



Tech startup or scaleup



Headquartered in the UK



Keen to explore opportunities in APAC



We will help you:



Sell your product



License your tech



Raise capital



Support programmes available

APAC Tech Growth Programme 2023-2024



1-2-1 Consultations

- 1 hour consultation with sector and market experts
- Advice from in-region industry veterans

Skills Workshops

- How to scale in APAC
- Navigating APAC business
- Improve your APAC capabilities
- Guest speakers

Reverse Pitches

- Pitch your tech and secure commercial engagements
- Help APAC corporates tackle their biggest challenges

Business Matching

- Connect 1-on-1 with prospective partners
- Bring APAC corporates with pre-validated interest to events

Mission support

- Pre-, in-country and post-mission assistance
- Tradeshow and meeting help
- Lead follow-up
- Strategy sessions

Business Development Initiatives

- 10-week subsidised outreach programme
- Identify and meet potential partners and customers
- In-market bilingual team
- Opportunity and strategy assessment

Where is TGP support available?

The Tech Growth Programme
spans 11 countries within the APAC
region



East Asia



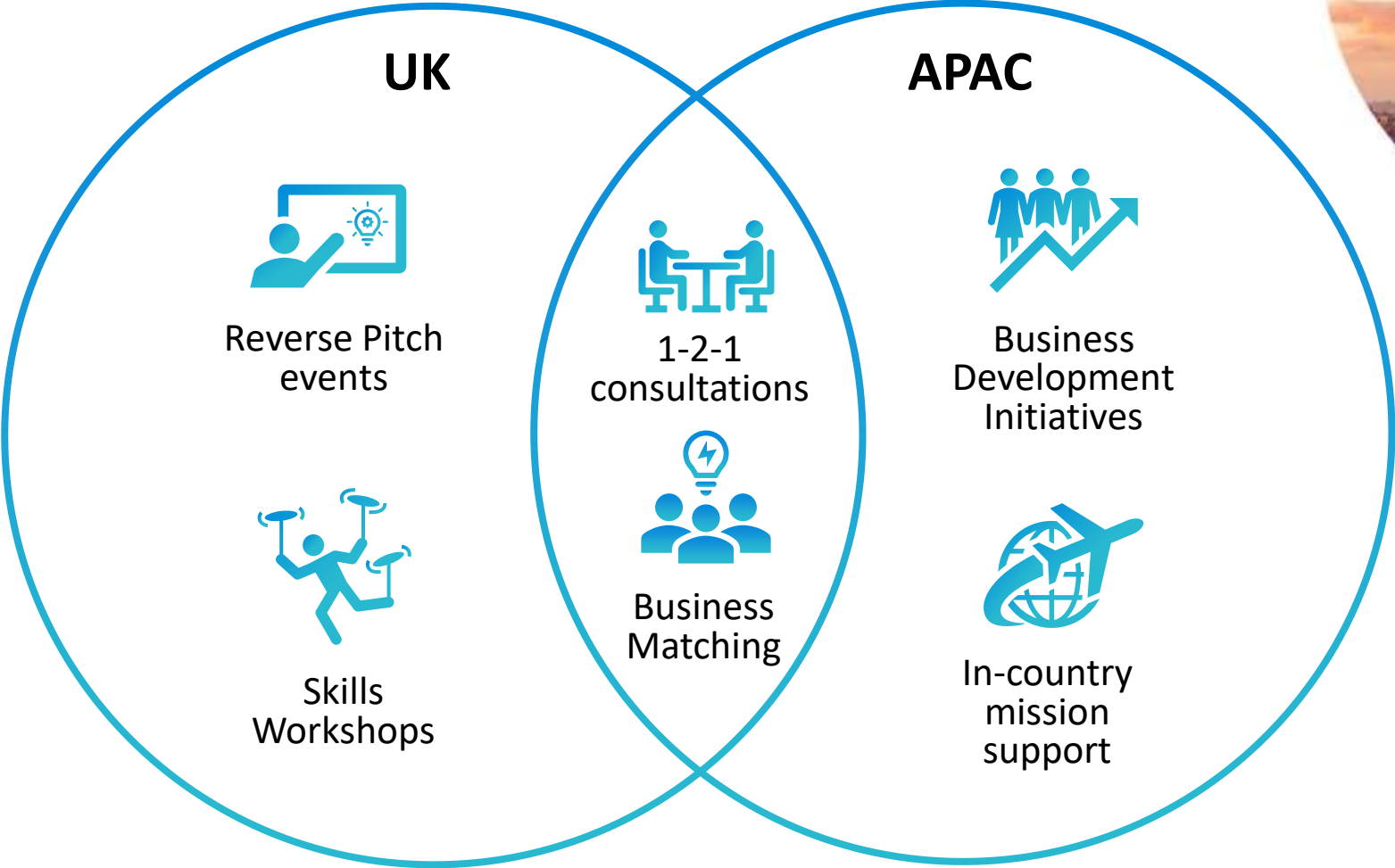
Southeast Asia



Oceania



Regional activity breakdown



Participants

Delivery/Ecosystem Partners



Department for
Business & Trade



Department for
Science, Innovation,
& Technology



ORISSA
INTERNATIONAL



Example Participants

T G 0

greenjets

BRAMBLE
ENERGY

Wyld

DAI-ICHI LIFE

causaLens

KAIKU

elvie



Transreport

MS&AD

Aioi Nissay Dowa Insurance



SPEECHMATICS

Interested?



Intralinkgroup.com/TGP



APAC Expansion

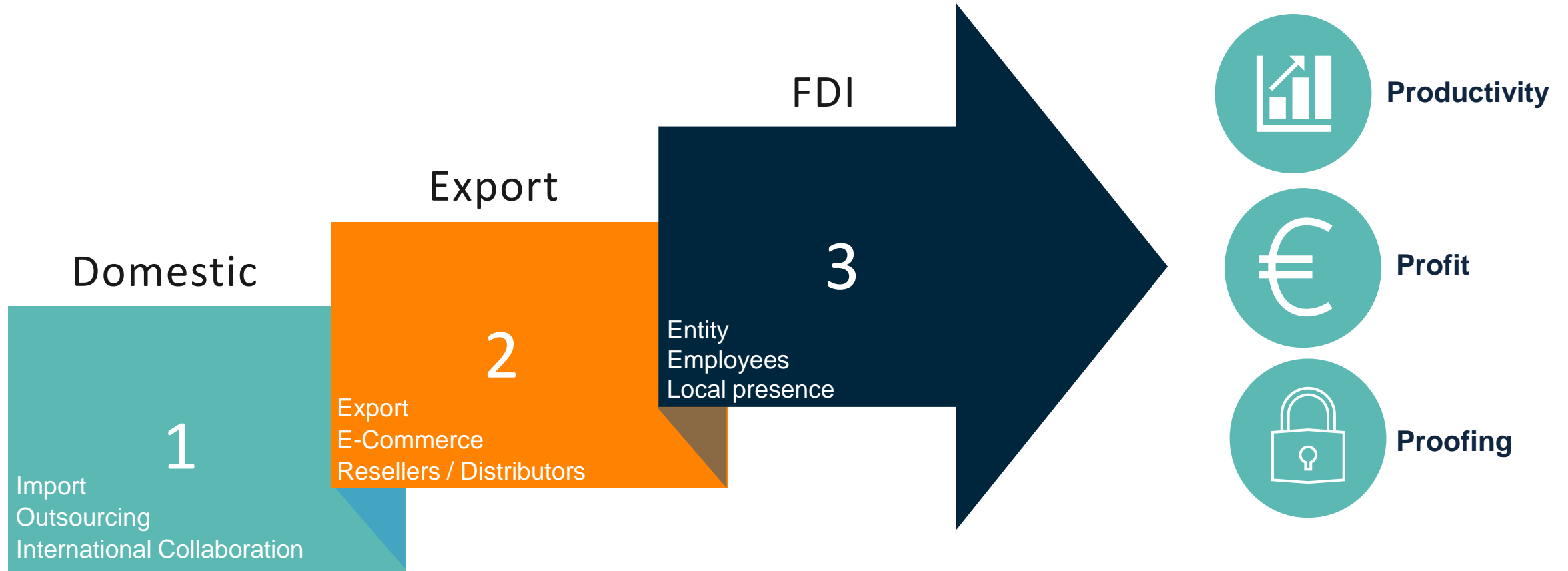
'101' For Successful Growth

10 November 2023

The Big Picture.



International Growth Roadmap.



The Challenges.

1

Local Regulation

Can be complex
Get local experts

2

Talent

No shortage of skilled talent
Be aware cultural differences

3

Market Fit

One size does not fit all
Do your homework

4

Location, Location, Location

Customers
Staff
Growth Markets

5

Investment

Bye bye SLT
£££
Opportunity cost

The Basics.

GTM Strategy

Market Research
Routes to Market
Competitor Analysis
Talent
Product Market Fit

Finance & Funding

Investment
Budgeting
Local pricing
FX
Transfer Pricing



Corporate Structures
M&A
Licenses
Employment Passes
Grants & Incentives
Bank Accounts

Market Entry

Concept of 'face'
When 'YES' = 'NO'
Consensus
Food

Language & Culture

Why have a “presence” in APAC.



Hard Facts

- Permanent Establishment Risk
- Bank Accounts / Local Currency
 - Regulatory Requirements



Soft Facts

- Credibility – vendors, employees, clients
 - Grants & Incentives
 - Serviceability

Key Corporate Compliance Requirements.

- Shareholding
 - Resident Directors
 - Paid Up Capital
 - Company Secretary
-
- Registered Office
 - Licenses
 - Employment Quotas
 - Employment Passes / Visas
 - Local Bank
 - Audits
 - Company Name

Australia	1-50 shareholders	At least 1 resident director (natural person)	A minimum of A\$1	Not required (but must be a resident if appointed)
Cambodia	1-50 shareholders	At least 1 natural person (no requirement to be resident)	A minimum of US\$1,000	Not required
China	1-50 shareholders	At least 1 natural person (no requirement to be resident)	No minimum requirement	Not required
China – Hong Kong	1-50 shareholders	At least 1 natural person (no requirement to be resident)	No minimum requirement	Required
Indonesia	2 shareholders	At least 1 resident director (natural person)	Ranges from a minimum of IDR50 million to more than IDR10 billion	Not required
Malaysia	Up to a maximum of 50 shareholders	At least 1 resident director (natural person)	A minimum of RM1	Required
Philippines	Unlimited	At least 1 resident director	A minimum of US\$200,000 for more than 40% foreign owned company	Required
Singapore	1-50 shareholders	At least 1 resident director (natural person)	A minimum of SG\$1	Required
Thailand	3 shareholders	At least 1 natural person (no requirement to be resident)	Ranges from a minimum of 2 million THB	Not required
Vietnam	Up to a maximum of 50 shareholders	At least 1 natural person (no requirement to be resident)	No minimum requirement	Not required

Banking Can Be Painful.

- Local Banks a MUST
- Local representation is almost always necessary
- Can be slow
- Neo banks a stop gap (in some countries)



Repatriation of Profits.

Key Considerations

- Capital Controls
- Solvency Test
- Tax – WHT / DTAs

How?

- Dividends
- Intercompany Agreements
- Salaries
- Loans

Get Support

Use local experts (Acclime)



Singapore/HK Holding Co a proven, tested model!

Repatriation of Profits - Vietnam.

1 DETERMINATION



In order to repatriate a dividend to a foreign investor, a company needs first to confirm it has positive retained profits at the time and that they are not in a loss position for that year.



The company needs to ensure that its financial statements have been audited and submitted to the authorities for that year. In addition, the company is required to have fulfilled all taxes and other financial obligations to the Government.

2 NOTIFICATION

Once a dividend has been declared, the local tax authority needs to be notified, following which they have 7 days to object to the payment. Where an objection has not been received after 7 days, the company can continue with the payment process.

Annual profits remittance abroad



OR

Profits remittance abroad when finished direct investment activities in Vietnam



3 PAYMENT PROCESS

Bank Accounts

Dividend payments to foreign investors need to be paid out through a Capital Account:

- Direct Investment Capital Account (DICA) held by the company, or
- Indirect Investment Capital Account (IICA) held by an individual.

Currency Conversion

Discussions should be held with the company's bank regarding:

- Documents required for the conversion from VND to foreign currency, and
- Further documentation/forms (if any) to be completed for the remittance per State Bank procedures applicable at the time.

Documentation

The banking documents are usually completed during the 7 day period whilst waiting for the no-objection period from the tax authorities, so that when that period has expired, the dividends can be disbursed promptly.

Top Ten Tips & Tricks

1. Get your ducks in a row before you expand.
2. Do your homework. Ask lots of questions. Don't be afraid to admit you do not know something.
3. Make sure your entry model is suitable for your stage of growth and future plans. Go lean if you can.
4. Plan for the future – create a platform for growth.
5. Make sure to get the correct permits – especially licenses and visas.
6. Legal and practical requirements often differ markedly.
7. Banks are painful!
8. Employing good people is challenging – and key to success.
9. Tax – language, compliance, and enforcement.
10. APAC can be extremely complex, confusing – and costly!



Acclime at a Glance.



15

Jurisdictions in APAC



1350+

professional staff



35+

partners are
Largest
Shareholder
Group



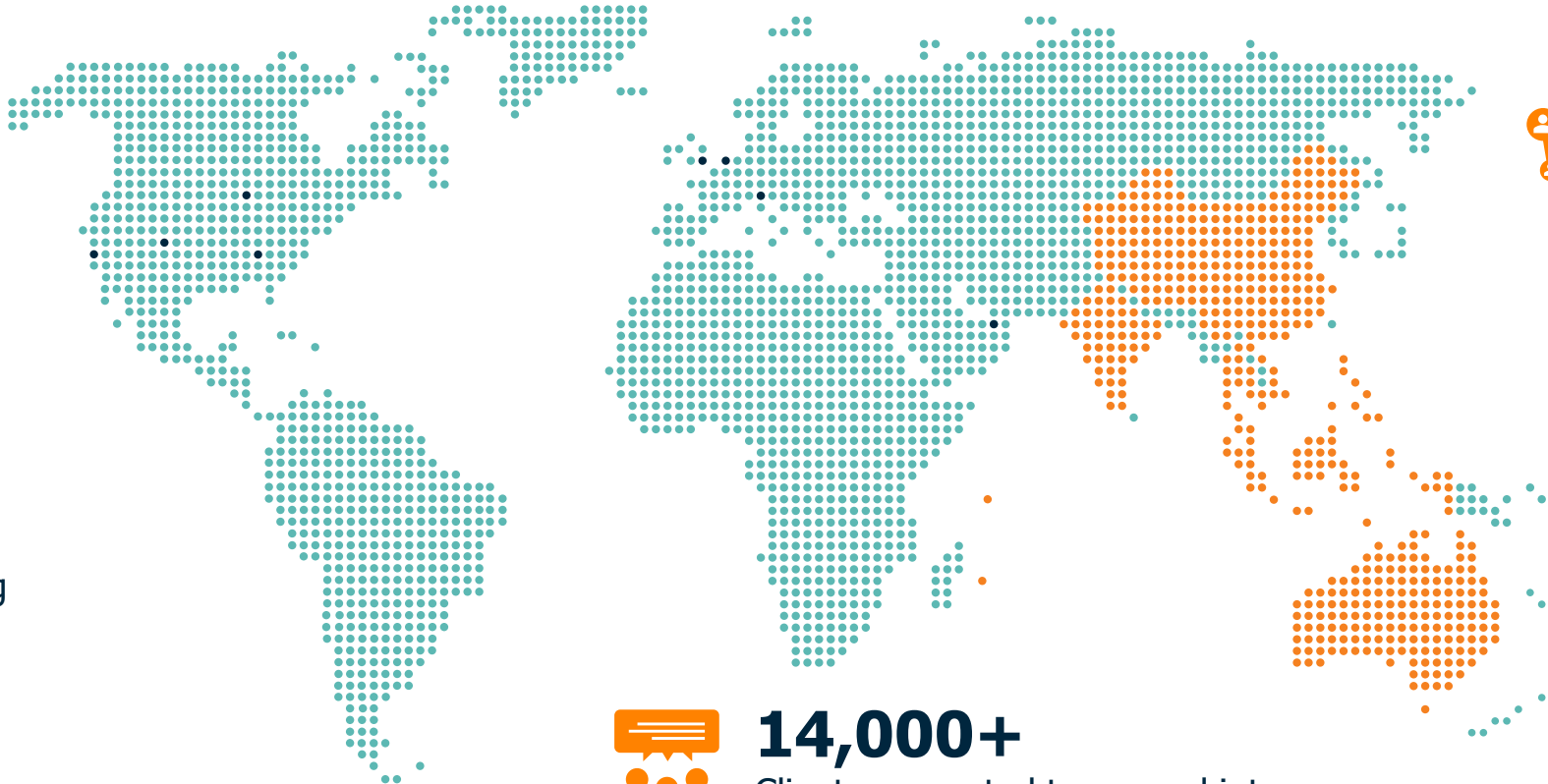
50%+

of new clients are
referred by existing
clients



14,000+

Clients supported to expand into
APAC. 20% from Europe



Acclime Professional Services.

Your one-stop solution in the Asia region.

Formation.

START YOUR BUSINESS

Consultancy.

- Market research
- Partner search
- Feasibility studies
- Company background check
- Trademark registration

Company registration.

- Company establishment
- Representative office establishment
- Registered & virtual office

Employment solutions.

- Employer of Record (EoR)

Compliance.

STAYING COMPLIANT

Accounting.

- Bookkeeping
- Accounting compliance
- Invoicing
- Banking & treasury

Tax.

- Tax compliance
- Tax consulting

Corporate governance.

- Custodial services
- Company secretarial services
- Company dissolution

Corporate advisory.

STREAMING OPERATIONS

Corporate advisory.

- Business consulting
- Tax planning & transfer pricing
- M&A support
- Financial due diligence
- Valuation
- Corporate restructuring
- Virtual CFO

Thank you. ■



Nikki Foster Le-Grys – Acclime
Regional Director Europe
n.legrys@acclime.com
+44 7762 950868

10 November 2023

How do I protect my intellectual property?

Nicholas Buckland

Legal Director

nicholas.buckland@lewissilkin.com

+44 (0)20 7074 8195



Agenda

- ❑ Intellectual Property at Lewis Silkin LLP
- ❑ Trade marks in the APAC region
- ❑ Patents in the APAC region



About us

- ❓ We are a top 50 UK law firm with **80 partners** and with offices in London, Oxford, Manchester, Leeds, Cardiff, Belfast, Dublin and Hong Kong.
- ❓ We are recognised by our clients and competitors for our strong culture; our market leading practice areas (including intellectual property); our sector focused approach and for providing solutions to complex, multijurisdictional business challenges, with a pragmatic and human touch.
- ❓ We have two things at our core: our people and our focus on creative and innovative businesses.
- ❓ We work with leading businesses, like yours, to protect and enhance what really matter to them — their ideas, their people and their future. We call it: **Ideas. People. Possibilities.**

IDEAS.
PEOPLE.
POSSIBILITIES

IP360 – a unique offering

- ❑ We believe our 360-degree IP offering, illustrated in the chart to the right, is without parallel in the market.
- ❑ Our experts advise on the full range of intellectual property rights, including:
 - ❑ Patents
 - ❑ Designs
 - ❑ Trade marks
 - ❑ Domain name portfolio management
 - ❑ Copyright
 - ❑ Database rights
 - ❑ Confidential information



IP360 – a unique offering

- ❓ Uniquely for a law firm we have in-house patent, design, trade mark and domain name portfolio management teams, and our contentious and non-contentious transactional lawyers work closely together rather than being siloed in separate departments.
- ❓ Our IP team comprises more than 50 lawyers and trade mark and patent attorneys.
- ❓ Our 'IP360' offering is delivered to you by our friendly, commercial and solutions-focussed IP professionals from our offices in the UK, EU and Hong Kong in a radically new and cost effective way.



Trade Marks

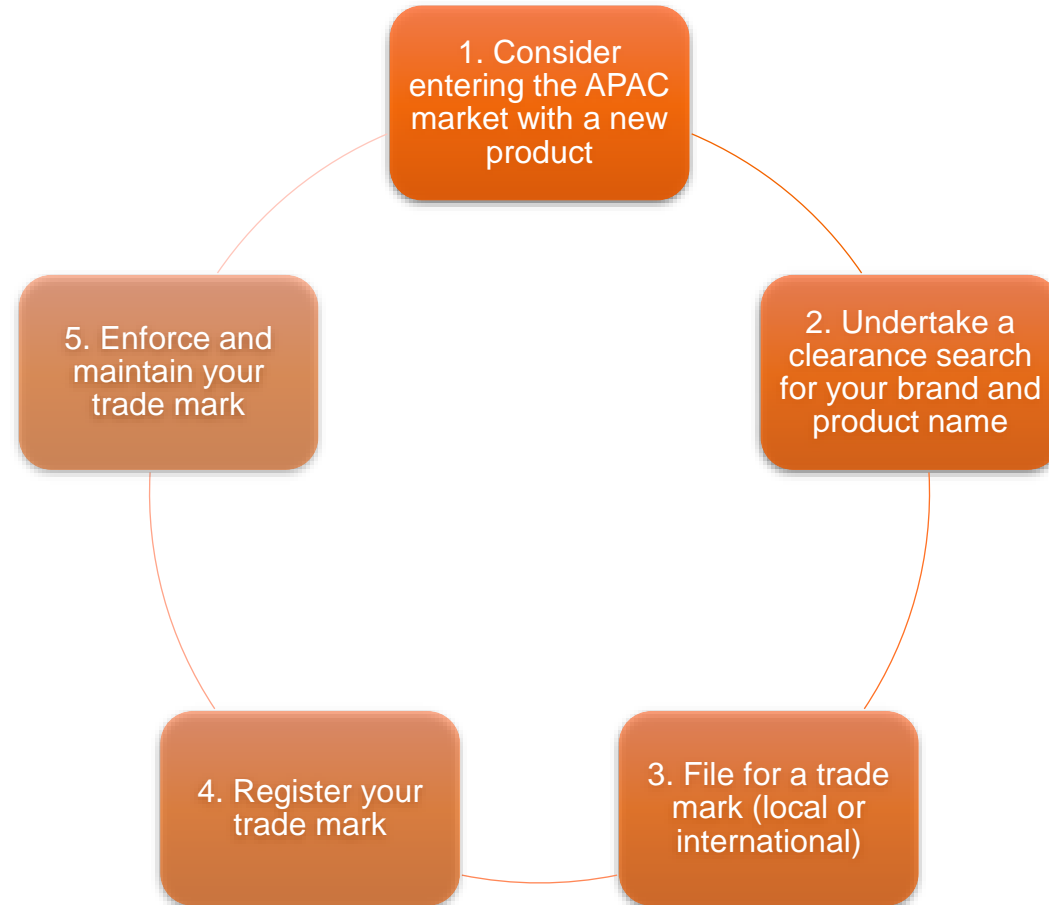
Why protect your trade mark in APAC?

Michael Jordan v Qiaodan Sports Co.



设计师天堂 WWW.SJSTT.CN

How we protect your trade mark in APAC



Key considerations to remember for trade marks in APAC

1. Run your clearances



2. Consider local language

漢語
汉语
中文

3. Beware trolls!



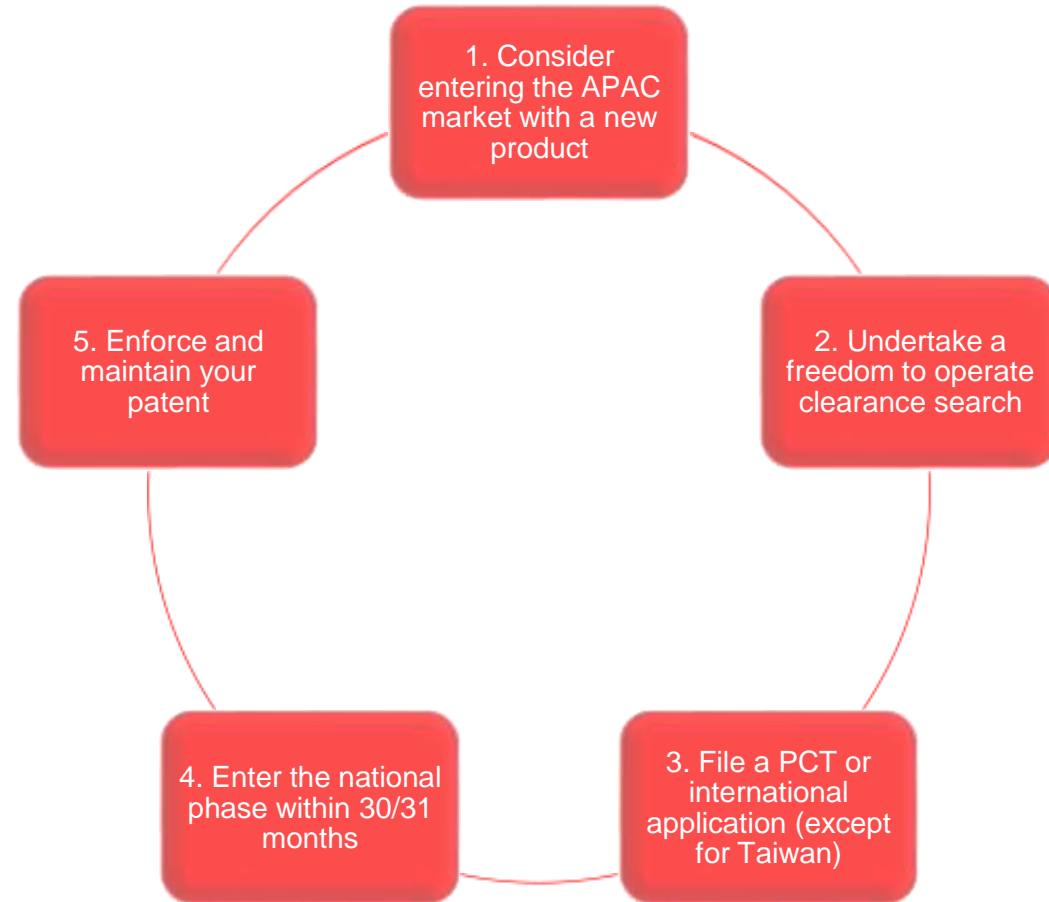
Patents

Why register your patent in APAC?

You may have to stop operating!



How we register your patent in APAC



Key considerations to remember for patents in APAC

1. Start early



2. 'First to file' principle



3. Costs and local language



Thank you for joining

We will be providing materials after the session

If you would like to speak to a member of the team, please get in touch at:

Nicholas Buckland

nicholas.buckland@lewissilkin.com

+44 (0) 20 7074 8195



Find out more



twitter.com/LewisSilkin



twitter.com/LewisSilkin



lewissilkin.com

